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Message Text

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62
ORIGIN COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 SPC-03 AID-20 NSC-10

RSC-01 CIEP-02 TRSE-00 SS-20 STR-08 OMB-01 CEA-02

CIAE-00 INR-10 NSAE-00 MC-02 XMB-07 PM-07 AEC-11

SCI-06 /147 R

66618
DRAFTED BY:COM/DIBA/OIM/WE/226/VDSTANOYEVITCH
APPROVED BY:EB/OCA/REP - LHPOMEROY
COM/DIBA/OIM/WE/226/RDCLARK-RCMITCHELL
COM/BIDA/OIM/PROGRAM DEVELOPMENT/212/CHARLES PRINDEVILLE
EB/OCA/BR:RAS
---------- 020931
R 022252Z NOV 73
FM SECSTATE WASHDC
TO AMEMBASSY BONN

UNCLAS STATE 216788

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJ: FY 1974 COMMERCIAL OBJECTIVES

REF: BONN 09978, JULY 13

FULLY CONCUR EMBASSY SELECTION AND ORDER OF PRIORITIES
FOR MAJOR COMMERCIAL OBJECTIVES TO BE ACHIEVED THIS FY
UTILIZATION AVAILABLE RESOURCES.

1. WE SHARE EMBASSY OPTIMISM ABOUT FUTURE GERMAN DIRECT
INVESTMENT IN U.S. PROMPTED BY MASSIVE REVALUATION OF THE
MARK AND GENERALLY FAVORABLE CLIMATE IN U.S. HERETOFORE
GERMAN INVESTORS APPEAR TO HAVE CONCENTRATED MORE ON
NEIGHBORING COUNTRIES, SOUTH AMERICAN AND CANADA;
CONFERENCES IN STUTTGART AND HAMBURG THIS YEAR AND ONE
SCHEDULED FOR SPRING 174 SHOULD HOPEFULLY HELP SWELL
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TIDE OF GERMAN INVESTMENTS TO U.S.

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2. WE FULLY IN AGREEMENT WITH IMPORTANCE POST PLACES ON EXPANSION OF U.S. COMPUTER SALES TO FRG. AS POST RECOGNIZES, SYSTEMS '73 EXHIBITION IMPORTANT KEY TO SUCCESS THIS OBJECTIVE AND COMMERCE MOST APPRECIATIVE EXTENSIVE SUPPORT BEING PROVIDED BY GERMAN POSTS, ESPECIALLY IN PERSONAL CALL CAMPAIGN.

3. OUR BEST CHANCE OF SECURING NUCLEAR POWER PLANT CONTRACT (S) MAY BE THE CONSORTIUM OR JOINT VENTURE ROUTE. THIS IS NOT TO SUGGEST DISCRIMINATORY TREATMENT AT THE OTHER END BUT, RATHER, RECOGNITION OF THE FACT THAT WHEN OTHER THAN GERMAN FEDERAL FUND

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Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE216788
Document Source: CORE
Document Unique ID: 00
Drafter: COM/DIBA/OIM/WE/226/VDSTANOYEVITCH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
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ISecure: 1
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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